

ISSUE # 52 – April 22, 2009

This update is designed to provide you with concise, up to date agricultural business information with links to where you can find the details.



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Growing Your Farm Profits – and Beyond

Information Sessions for Ontario Farm Business Advisors

Farm families across Ontario are attending Growing Your Farm Profits workshops to improve their business planning and achieve their business goals. These free information sessions will help you understand how these workshops can help you – and your clients – work together to achieve business success.

Choose the Sessions That Works for You

Tuesday, May 12, 2009 – 9:30 a.m. to 3:30 p.m., Best Western Inn, Cobourg

Thursday, May 14, 2009 – 9:30 a.m. to 3:30 p.m., Elm Hurst Inn, Ingersoll

The Ingersoll session is also available live on the web! Instructions will be emailed upon registration.

Program

9 a.m. Registration and Refreshments

9:30 a.m.-12 noon

- Overview: find out how the Growing Your Farm Profits (GYFP) workshop works
- The Self-Assessment Process: helping farm families identify their key business goals, strengths and needs
- A Roadmap for Success: the GYFP Action Plan develops SMART goals that work

Lunch is provided

1:00 a.m. – 3:30 p.m.

- Taking Action on the Plan: how farm families implement their Action Plan
- Cost-share opportunities: tips on maximizing funding options and investment
- Growing Your Farm Profits – And Beyond: how farm business advisors fit in

Registration Options

- Call OMAFRA's Agricultural Information Contact Centre (AICC) at 1-877-424-1300 or
- Register [online](#) or
- Fax your completed registration form to AICC at 1-519-826-3442. The Registration form can be printed off from our [website](#) . Click [here](#)

Growing Forward supports the development and implementation of best practices in four key areas; environment and climate change; food safety and Traceability; business development; and biosecurity. Participants are encouraged to develop strategies across all these areas to meet their business goals through a variety of information sessions and workshops, as well as one-on-one training and technical assistance.



Growing Forward – Business Development – Advisor Opportunity

The Ontario Ministry of Agriculture, Food and Rural Affairs (OMAFRA) is compiling a list of qualified farm business advisors to assist Ontario producers undertake a Farm Financial Assessment as part of the Business Development program under Growing Forward.

The goal of the Business Development program is to increase the economic viability of Ontario's agriculture and food industry. Based on their reviewed Action Plans, producers may require the services of a professional farm business advisor to review past financial performance, analyze their current business situation, discuss objectives and prepare financial projections based on identified goals.

If you are an advisor interested in receiving more information on how to be included on a rostered list please email John Molenhuis, Business Analysis and Cost of Production Program Lead, OMAFRA at john.molenhuis@ontario.ca with your contact information.

Conferences & Courses

[The Business of Farming \(Ever Green\)](#)

Tuesday, April 28, 2009, 9:00 am to 5:00 pm, Rozanski Hall, University of Guelph, Guelph

The Ontario Bar Association is holding a one day seminar focused on farming. Agriculture continues as a large economic driver in Ontario, and the business of agriculture is a complicated mixture of legal issues and traps for the unwary.

Topics include:

- "Buying the Farm" Anatomy of the Transaction
- Public Control of Farm Land
- Family Farm Succession Planning and Exit Strategies
- Succession Planning for the Successor
- Estates with Farm Assets: Administration Issues & Estate Litigation Issues
- Agricultural Financing Issues

- Legal Liabilities and Farming
- Government Intervention, Production and Marketing of Agricultural Goods
- Supplying products for the Locavores (Local Eating)
- OMAFRA Programs and Services
- An Overview of “Growing Forward” the New Five-Year Multilateral Agricultural Policy

Registrations must be prepaid. Registrations will be accepted by FAX at

(416) 642-0424. For more information visit the [website](#)

Programs

ONTARIO MARKET INVESTMENT FUND

The Ontario Market Investment Fund is a 12 million dollar fund that will support innovative market research, communications and/or marketing projects that encourage Ontarians to buy locally-produced foods.

Eligible applicants include, but are not limited to:

- Strategic alliances between individuals, businesses, producers, processors, community organizations, including not-for-profits, and/or municipalities
- Agriculture and food industry associations in Ontario, including food retail and food service industry
- Groups comprised of two or more partner organizations or businesses, including at least one food producer or processor.

Individuals or individual businesses are not eligible to apply as sole applicants.

How to apply?

Information about the program and an application form that requires details on the need for the proposed project, its purpose, objectives, benefits and performance measurements is available [on-line](#), or by calling the Agricultural Information Contact Centre at 1-877-424-1300.

Taxation

Ontario Budget Tax Changes – this is a summary of the tax changes outlines in the Ontario Budget.

While details of the specifics on the change to the HST have not been announced farmer may want to know what the GST currently covers. The following are some sources of information.

GST Info Sheets

[Sales of Farmland by Individuals](#) – this Canada Revenue Agency info sheet covers the issue of who pays GST on the sale of farmland.

[Zero Rated Farm Equipment](#) - This Canada Revenue Agency info sheet describes farm equipment that is zero-rated for purposes of the goods and services tax/harmonized sales tax (GST/HST).

[Fertilizer and Pesticides](#) - This Canada Revenue Agency info sheet explains how the goods and services tax/harmonized sales tax (GST/HST) applies to supplies of fertilizer and pesticides.

New Publications

[Canada Pension Plan](#) Financial security is a very important consideration for retiring farmers. This factsheet on the Canada Pension Plan (CPP) provides information on the retirement income and the disability and survivor benefits. Available on the OMAFRA [website](#)

[Guide to Cost of Production Budgeting](#) Cost of Production (COP) budgeting consists of estimating the costs associated with an enterprise and the expected revenue. This Factsheet outlines the process and use of COP budgeting for farm-level decision-making.

[Monthly Swine Budgets](#)

Calendar



June 17-18, 2009 - [Food meets Function Conference](#) –London Ontario.

Join health professionals, producers, researchers and agribusiness professionals and learn about the latest research and consumer trends in functional foods. This conference will deliver the latest information on human nutritional science and the healthfulness of functional foods that will be of particular interest for registered dietitians and health professionals. As well, there will be sessions intended for those wanting to learn more about the production, retail and processing aspects of the functional food value chain. For more information visit the website. [Click here](#)

Thanks for reading the OMAFRA Business Update.

Questions or Comments: contact the editor, Rob Gamble at rob.gamble@ontario.ca.

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